

## 650-621 braindumps

### Cisco Sales Expert

#### 650-621: Advanced Wireless LAN

**Practice Exam:** 650-621 Exams

**Exam Number/Code:** 650-621

**Exam Name:** Advanced Wireless LAN

**Questions and Answers:** 47 Q&As

( [Sales Expert](#) )



Exam : [650-621](#)

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Exam Name: Advanced Wireless LAN( Sales Expert )

Questions and Answers: 47 Q&A

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Exam : Cisco 650-621

Title : Cisco(r) Advanced Wireless LAN

1. Which of the following WLAN service components all occur in the prepare phase?

- A. High-level Design, Proof of Concept, Technology Strategy Development
- B. System Requirements Validation, WLAN wired Network Integration Assessment, Operations Readiness Assessment
- C. Proposal Development, Customer Education, Service Assurance
- D. Security Assessment, Security Administration, Staging Plan Development

Answer: A

2. Which service component within the prepare phase recommends the appropriate wireless technology to address a business requirement of the customer? Select exactly 1 answer(s) from the following:

- A. Account Qualification and Planning
- B. Business Case Development
- C. Technology Strategy Development
- D. Proof of Concept

Answer: C

3. Which WLAN service component within the prepare phase assesses the customer's business and technical requirements and includes a solution value assessment? Select exactly 1 answer(s) from the following:

- A. Business Case Development
- B. Business Requirements Development
- C. High-Level Design Development
- D. Technology Strategy Development

Answer: A

4. The activity of identifying the customer's support model for WLAN is part of which service component in the plan phase? Select exactly 1 answer(s) from the following:

- A. Operations Readiness Assessment
- B. Site Readiness assessment
- C. Proposal Delivery
- D. Account Planning

Answer: A

5. Which two service components are performed during the wireless implement phase? (Choose two.) Select exactly 2 answer(s) from the following:

- A. Wireless Readiness Assessment
- B. Project Planning
- C. Site Readiness Specification

- D. Systems Acceptance Testing
- E. Configuration Management

Answer: BD

6. "In the wireless design phase, which service component provides a comprehensive, implementation-ready design for the customer's wireless solution?" Select exactly 1 answer(s) from the following:

- A. Business Plan
- B. Staging Plan
- C. Detailed Design Development
- D. Systems Acceptance Test Plan Development

Answer: C

7. Which activity is associated with the wireless technology assessment service component? Select exactly 1 answer(s) from the following:

- A. Perform Infrastructure Audit
- B. Execute Test Cases
- C. Develop Escalation Plan
- D. Develop Project Management

Answer: A

8. Which service component within the prepare phase provides a technology-focused and/or business-focused demonstration of the wireless technology solution to highlight the features and benefits?

Select exactly 1 answer(s) from the following.

- A. High-Level Design Development
- B. Customer Education
- C. Technology Strategy Development
- D. Proposal Delivery
- E. Proof of Concept

Answer: B

9. "Analyzing the customer's WLAN design including interference and signal strength, and recommending design changes to accommodate a voice over WLAN system, are activities associated with which service component in the plan phase?" Select exactly 1 answer(s) from the following.

- A. WLAN Wired Network Integration Assessment
- B. Voice Over WLAN Assessment
- C. Operations Readiness Assessment
- D. Security Architecture Assessment
- E. Service Assurance

Answer: B

10. Which wireless service component addresses issues related to originating, evaluating, and scheduling change?

Select exactly 1 answer(s) from the following:

- A. Incident Management
- B. Change Management
- C. Configuration Management
- D. Acceptance Test Plan

Answer: C

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